

## Message Text

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ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 SS-20 NSC-10 L-03 PA-04 PRS-01

USIA-15 DOTE-00 CAB-09 CIAE-00 COME-00 DODE-00 INR-10

NSAE-00 RSC-01 FAA-00 OMB-01 TRSE-00 DRC-01 /112 W

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P R 281251Z JAN 74

FM AMEMBASSY BONN

TO SECSTATE WASHDC PRIORITY 9981

INFO USMISSION BERLIN

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E.O. 11652: GDS

TAGS: ETRN, GW, WB, UK, FR, US

SUBJECT: CIVAIR - BERLIN AIR FARES

REF: BONN 200

1. SUMMARY: FOLLOWING A PRELIMINARY DISCUSSION WITH FONOFF BCATAG REPRESENTATIVES JIRKA AND KRONECK ON JANUARY 22, FRENCH, BRITISH AND US REPS TABLED THE ALLIED AIRLINE PROPOSAL FOR A 9.7 INCREASE IN BERLIN/FRG AIR FARES AT BCATAG MEETING ON JANUARY 25. THE FRG REPS, AFTER DISCUSSION AND CLARIFICATION OF A NUMBER OF POINTS, EXPRESSED APPRECIATION FOR THE DETAILED PRESENTATION OF THE CASE AND SAID THEY WOULD CONSULT FURTHER WITHIN THE FRG. ANOTHER MEETING WAS SET FOR FEBRUARY 6, WITH THE UNDERSTANDING THAT CONSULTATION SHOULD BE COMPLETED AS SOON AS POSSIBLE, AND A BCATAG RECOMMENDATION AGREED SO THAT REVISED FARES COULD BE PUT INTO EFFECT BY FEBRUARY 15 AT THE LATEST. END SUMMARY.

2. STATISTICAL PRESENTATION FOR THE INCREASED IGS

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FARES WAS COMPLETED BY THE UK, US AND FRENCH CAA'S

BY JANUARY 20, AND ON JAN 22 CAA'S MET WITH FONOFF REPS JIRKA AND KRONECK AND BRIEFED THEM ON THE PROPOSAL. COPIES OF THE STATISTICS WERE GIVEN TO THEM FOR STUDY BY THE FONOFF AND THE TRANSPORT MINISTRY (FMT), AND A BERLIN CIVIL AIR TRANSPORT ADVISORY GROUP (BCATAG) MEETING WAS AGREED FOR JAN 25. (CAA'S HAD INFORMED JIRKA ON JAN 15 THAT A PROPOSAL FOR A 9-10 PERCENT INCREASE IN FARES WOULD SOON BE TABLED.)

3. COPIES ARE BEING AIRPOUCHED TO EUR/CE AND EB/DA/AN OF THE STATISTICS AND PRESENTATION MADE BY THE CAA'S IN BCATAG, WHICH FOLLOWD GENERALLY THE LINES OF THE 1972 PRESENTATION. UK CAA (GROBES) WHO WAS IN THE CHAIR, GAVE AN EFFECTIVE SUMMARY, AND WE BELIEVE IT WAS A USEFUL STEP TO HAVE MADE AVAILABLE INITIALLY THE SAME STATISTICS ON COMBINED CARRIER OPERATIONS WHICH THE ALLIES HAD AGREED IN 1972 COULD BE GIVEN TO THE FRG.

4. JIRKA OPENED THE DISCUSSION WHICH FOLLOWED BY QUOTING FROM THE BONN GROUP AIR STUDY TO STRESS THAT THE GERMAN SIDE SHOULD PLAY AN ACTIVE ROLE IN DETERMINING THE APPROPRIATE LEVEL OF BERLIN AIR FARES. NEVERTHELESS, THE COMMENTS AND QUESTIONS FROM THE GERMAN SIDE DID NOT FOCUS, AS THEY DID AT FIRST IN 1972, ON AN EXPANDED ROLE FOR THE FRG IN DETERMINING FARES AND ON THE FRG DESIRE TO EXAMINE IN DETAIL THE ACCOUNTS OF THE CARRIERS. INSTEAD, THE QUESTIONS WERE AIMED AT CLARIFYING THE DATA PRESENTED, PLUS A MORE GENERAL DISCUSSION OF IGS OPERATIONAL PROBLEMS, INCLUDING: A) WHETHER OR NOT THE NEW FARE LEVELS WERE SUCH AS TO RESULT IN A FURTHER DIVERSION OF PASSENGER TRAFFIC TO SURFACE MODES, B) THE POSSIBILITY THAT THE DECLINE IN TRAFFIC MAY HAVE CEASED AND THAT THE VOLUME IS NOW STABILIZING, AND C) WHETHER THE CAA'S TOOK AN ACTIVE ROLE IN AVOIDING EXCESSIVE BUNCHING OF CARRIER FREQUENCIES AT PEAK HOURS (THE CAA'S ASSURED THE FRG'S THAT THEY DID).

5. FMT REPRESENTATIVE PAAS WANTED A BREAKDOWN LIMITED OFFICIAL USE

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OF ESTIMATED 1974 AIRLINE COSTS, WHICH THE CAA'S INDICATED WE COULD NOT PROVIDE. (COMPARABLE ESTIMATES FOR 1973 HAD NOT BEEN REQUESTED BY THE FRG IN 1972). ON THE OTHER HAND, THE CAA'S AGREED TO PROVIDE CERTAIN NON-CONTROVERSIAL INFORMATION REQUESTED TO SUPPLEMENT THE STATISTICAL DATA.

6. WITH RESPECT TO TIMING FOR IMPLEMENTATION OF THE

INCREASED FARES, CAA'S STRESSED THAT THE CARRIERS  
HAD ORIGINALLY APPLIED FOR AN EFFECTIVE DATE LAST  
FALL. THE ALLIED EMBASSIES HOPED, THEREFORE, THAT  
A BCATAG RECOMENDATION COULD BE MADE AS SOON AS  
POSSIBLE. JIRKA SAID THAT FOR THE FRG ANY MEANINGFUL  
CONSULTATION BY FEBRUARY 1. WOULD BE IMPOSSIBLE, BUT

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THAT THE FRG REPS WOULD ACT AS QUICKLY AS THEY COULD.  
GROVES SAID THAT SO FAR AS THE CAA'S WERE CONCERNED,  
THEY WERE PREPARED TO APPROVE THE INCREASE, AND THAT,  
IN ANY EVENT, BCATAG SHOULD MAKE A RECOMMENDATION  
PRIOR TO FEBRUARY 15. JIRKA SAID HE HOPED TO PRESENT  
AN FRG VIEW BEFORE THAT, AND IT WAS AGREED THAT THE  
NEXT BCATAG DISCUSSION WOULD TAKE PLACE ON  
FEBRUARY 6.

9. COMMENT: FROM REMARKS MADE AT THE MEETING BY  
FMT AIRPORTS EXPERT RANNERSMANN, AND DURING A  
PHONE CALL AFTER THE MEETING FROM KRONECK, IT

SEEMS THAT THE FRG REPS MAY NOT BE THINKING OF  
OPPOSING THE INCREASE, BUT RATHER OF GETTING  
SOMETHING THEY WANT TO MAKE IT MORE PALATABLE:  
AN INCREASE IN LANDING FEES AND RENTALS AT BERLIN  
AIRPORTS. IN VIEW OF THIS POSSIBILITY, THE  
CAA'S WILL BE LOOKING INTO THE CURRENT STATUS OF  
THESE FEES AND RENTALS, AS WELL AS THE EXTENT TO  
WHICH THE AIRLINES ALREADY MAY HAVE ANTICIPATED AN  
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INCREASE IN THESE FEES AND RENTALS IN CONNECTION  
WITH THE COMPLETION IN NOVEMBER, 1974 OF THE  
NEW TERMINAL BUILDING AT TEGEL.  
HILLENBRAND

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## Message Attributes

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